

NATIVE AMERICAN SMALL BUSINESS ASSOCIATION WINNER

Norvell Lynn Moore established his business in 1982. KOLA, Inc. distributes industrial supplies and is also a general contracting business specializing in commercial work. Lynn takes pride in his Native American heritage. He is a member of the Oglala Sioux Tribe.

His office reflects his love of his culture. Lynn and his wife Sharon always make an effort to hire Native American sub contractors and laborers on their construction projects. He also takes pride in selling quality products and maintaining a high level of customer satisfaction. Lynn knows that successful business owners do not achieve success alone.

He is an active member of several business associations and chambers. Lynn knows that forming alliances with other business owners expands his knowledge of the changing marketplace which helps him to reevaluate his business strategy and develop new action plans for achieving success.

He believes in creating a strong support group, consisting of friends, family and associates to lend moral support and assistance for making his business dreams a reality.

GIVING CREDIT

"Some of the relationships we've built over the years with our customers, bankers and supports have helped us along through word-of-mouth."

PHENOMENAL GROWTH

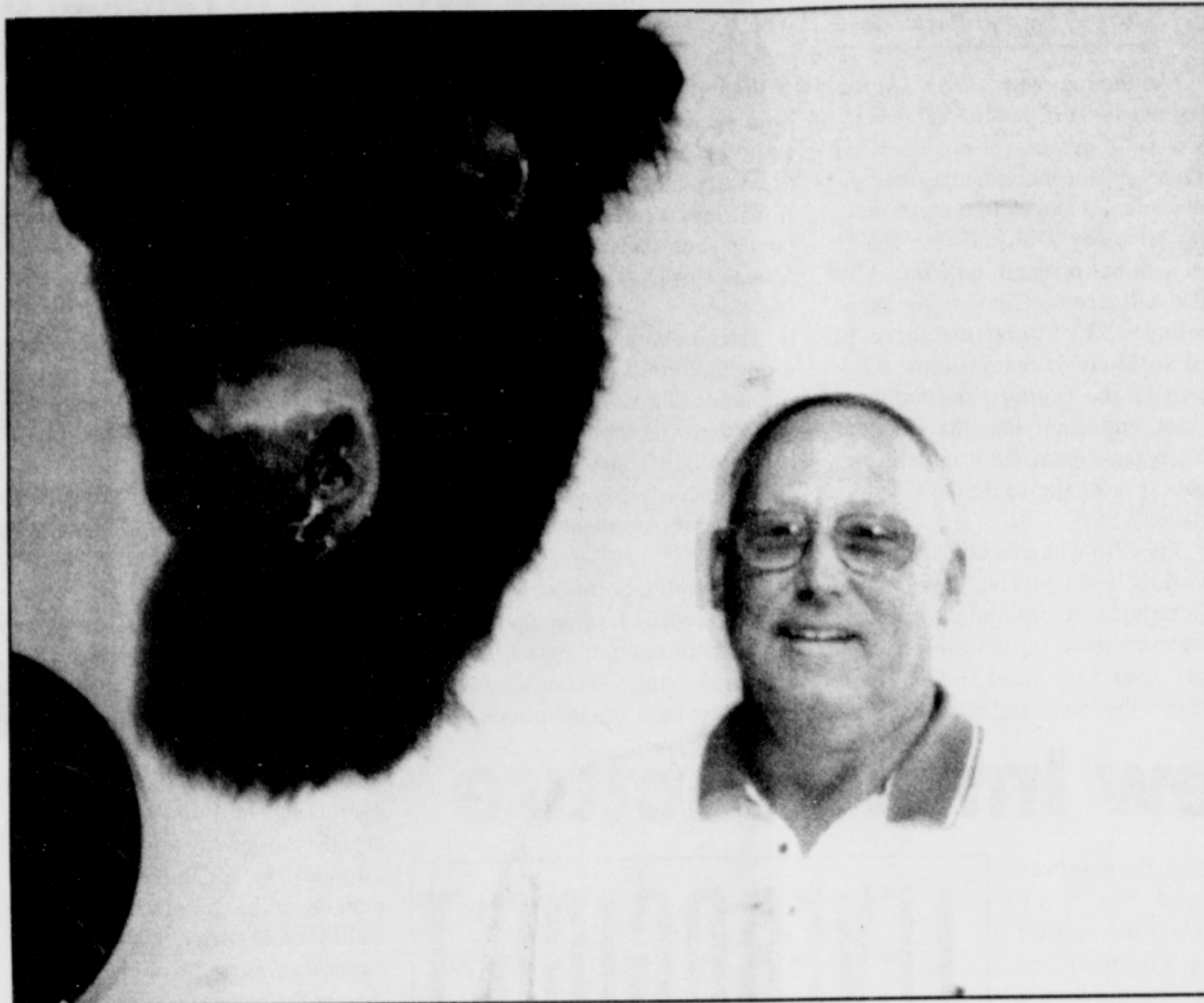


photo by M. Washington

"We've had phenomenal growth. We started the company with my father and a friend in 1982 to make some extra money. It has grown from where we did business out of our garage to where we now have our own building. Last year, we made \$1.3 million in overall sales."

GOING E-BUSINESS

"We are in the discussion phase of creating a website."

We are getting into the E-commerce side of it by working with GCAP (the Government Contract Acquisition Plan). We're also had to add some folks to our business who have that technical expertise. We are making the transition to working on the Internet. It's been a little bit rocky."

LOOKING BACK

"One of the things I even did was join OAME (Oregon Asso-

ciation of Minority Enterprises). I can't think of a better way to start a business than to get together with business people and see how it's done. We've done business with OAME and learned how to do business through them."

BUSINESS SURVIVAL 101

"Keep your credit ratings up. Make sure you're paying your bills and you've got to do things to make money."

Oregon's Link to a \$250 Billion Market

Every year the Federal Government purchases billions of dollars worth of products and services ranging from nuts and bolts to computer systems and from planting trees to complex engineering services.

These products and services may be the same as those you are making or providing. If you are an Oregon manufacturer, wholesaler or service provider you should take this opportunity to tap into the world's largest market, the U.S. Government.

The Federal Government buys over \$125 million dollars every day from small businesses like yours. Many businesses have not taken advantage of these lucrative opportunities because they are unaware of them or are apprehensive of the procedures:

How do I find opportunities to sell to the Government? Do they buy what I sell? What about the paperwork? Can I sell electronically and how do I do it? **The Government Contract Acquisition Program (GCAP)** was established to provide comprehensive information and assistance to Oregon small businesses desiring to compete in this market.

Daily computer matching of contract opportunities with your company including:

· Commerce Business

Daily, listing opportunities starting at \$25,000 from every federal agency nationwide

· Small purchase opportunities under \$100,000 from several major buying agencies for products only

· International bids, listing opportunities from overseas

· Electronic Data Interchange information

· State and local opportunities

· Information on doing business with the State of Oregon, ports, cities, counties, other governmental agencies, and bidding opportunities from other states via USA Bid.

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· Small Business Innovation Research (SBIR)

· Research and development opportunities from a variety of agencies

· Assistance with preparation

· Coordination with other agencies

· Small Business Technology Transfer (STTR)

Portland/GCAP

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CERES

Celebrating cultural diversity in our workplace and community!

Ceres Behavioral Healthcare Systems, An Affiliate of Magellan Behavioral Health, offers managed mental health and chemical dependency services and employee assistance programs.

Current employment opportunities include: Care Manager, Customer Support Specialist, And Receptionist.

For more information, contact Human Resources

Tel: 503/224-2214 * Fax: 503/219-6892

E-mail: jharvey@magellanhealth.com

Chase & Weil

Salutes Minority Businesses

Attorneys at Law

722 SW 2nd Av. Suite 240

Portland, Oregon 97204

503.294.1414

Saluting our Emerging and Minority-Owned Businesses

THE PORTLAND DEVELOPMENT COMMISSION

is proud of the minority-owned businesses in the OAME Cascade Plaza business incubator. We salute the following North Portland incubator businesses:

MAGNETIC ATTRACTIONS

Manufacturer of Refrigerator Magnets of All Types
Marilyn Riggs, Owner

ALPHA GROUP ONE*

Recycles computer and electronic equipment
Harold Cheeks, Owner
*Minority-owned

DESIGN-A-WELD*

Metal Milling and Lathing
Esau Williams, Owner
*Minority-owned

IPM TECHNOLOGIES, INC.

Insect Control Systems
Philipp Kirsch, Owner

Each of these businesses has received a small business loan through PDC's Economic Development Department. The business incubator program provides support to budding entrepreneurs until they can get a solid financial start. Another emerging business then takes their place.

If you would like more information on small business loans from the Portland Development Commission, please contact Wally Zwingli at 823-3321.

PDC supports minority-owned businesses because we know that successful small businesses are the backbone of a healthy local economy.

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COMMISSION